

Message Text

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SUBJ: OIL GASFIELD EQUIPMENT SEMINAR/EXHIBIT -MARCH 18-20, 1975

1. DIRECTOR COMOFF AND STAFF MEMBERS HELD VERY USEFUL MEETING JANUARY 9 AT USSR MINISTRY OF GEOLOGY WITH GROUP OF SVERN SENIOR OFFICIAL S HEADED BY CHEIF OF OIL DEPARTMENT SUMBALOV TO DISCUSS SUBJECT EVENT. MINISTRY OFFICIALS WERE ENTHUSIASTIC ABOUT SEMINAR/EXHIBITION AND INDICATED THAT THEY WOULD ASSIT COMOFF IN ATTRACTING APPROPRIATE AUDIENCE. THEY ALSO MADE EXTENSIVE SUGGESTIONS FOR CONTENT OF BOTH SEMINAR AND EXHIBITION (SEE BELOW). WHILE MOST OF THESE SUGGESTIONS WILL PROGABLY BE IMPOSSIBLE TO SATISFY GIVEN SHORT TIME AVAILABLE, THEY DO GIVE GOOD INDICATION OF WHERE WE SHOULD PLACE EMPHASIS IN FUTURE EVENTS AIMED AT SELLING EQUIPMENT FOR SOVIET OIL/GAS DEVELOPMENT PROJECTS. THIS MEETING ALSO DEMONSTRATED THAT IN CASE OF FUTURE EVENTS OF THIS TYPE WE SHOULD CONTACT ORGANIZATION SUCH AS MINISTRY OF GEOLOGY BEFORE RATHER THAN AFTER PROCUREMENT OF PARTICIPATING COMPANIES. COMOFF INTENDS FOLLOW THIS LESSON IN CASE OF PULP/PAPER SEMINAR/EXHIBIT IN JUNE 1975.

2. REFLECTING KNOWN EMPHASIS IN SOVIET OIL/GAS DEVELOPMENT PROJECT, MINISTRY OF GEOLOGY OFFICIALS SUGGESTED THAT SEMINAR/EXHIBIT STRESS EQUIPMENT AND TECHNOLOGY FOR USE IN ARCTIC CONDITIONS. FOLLOWING SPECIFIC INTERESTS
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WERE EXPRESSED:

- 1) MINISTRY IS VERY INTERESTED IN COMPUTER-BASED SEISMIC SYSTEMS OF SORT PRODUCED BY TEXAS INSTRUMENTS AND OTHERS. IN ADDITION TO STANDARD SYSTEMS OF THIS TYPE, MINISTRY OFFICIALS EXPRESSED CONSIDERABLE INTEREST IN WHAT THEY SAID WAS RECENT DEVELOPMENT BY BAROID DIVISION OF NATIONAL LEAD, AND POSSIBLY OTHER COMPANIES WHICH GIVES ANALYSIS OF COMPUTER DEVELOPED SEISMIC CHARTS ON THE SITE.
- 2) MINISTRY IS INTERESTED IN WELL TESTING EQUIPMENT, PARTICULARLY EQUIPMENT WHICH CAN BE USED ON SEVERAL OCCASIONS.
- 3) MINISTRY IS INTERESTED IN LABORATORY INSTRUMENTS FOR ANALYZING SOIL/ROCK SAMPLES FROM DRILLING SITES. (COMMENT: IS THIS TYPE OF EQUIPMENT WHICH PACKARD INSTRUMENTS PLANNING TO SHOW? END COMMENT)
- 4) INSTRUMENTATION FOR AERIAL SURVEYS OF POTENTIAL OIL/GAS REGION, PARTICULARLY IN ARCTIC AREAS IS HIGH PRIORITY ITEM.
- 5) TECHNOLOGY, EQUIPMENT, AND MATERIALS FOR DRILLING OPERATIONS IN PERMAFROST CONDITIONS IS OF GREAT INTEREST. IN ADDITION MINISTRY IS VERY INTERESTED IN EQUIPMENT AND TECHNOLOGY FOR ENVIRONMENTAL CONTROL OF DRILLING OPERATIONS IN PERMAFROST.
- 6) MINISTRY ALSO INTERESTED IN CORROSION-RESISTANT MATERIALS AND EQUIPMENT FOR DRILLING AND PRODUCTION IN GAS FIELDS WITH VERY HIGH SULPHUR CONTENT. SULPHUR CONTENT IN CERTAIN GAS FIELDS SEEM TO BE CONSIDERABLY HIGHER THAN THAT IN ORENBURG GAS.
- 7) CONSIDERABLE INTEREST WAS EXPRESSED IN EQUIPMENT FOR PERFORATION OF WELLS AND "CHEMICAL CUTTING OF TUBES," BOTH OF WHICH WERE SAID TO HAVE BEEN DEVELOPED BY BAROID.
- 8) IN AREA OF UNDER-SEA DRILLING OPERATIONS, MINISTRY IS VERY INTERESTED IN LATEST DEVELOPMENT IN CONSTRUCTION OF DRILLING RIGS CAPABLE OF OPERATIONS IN ARCTIC OCEANS. (THEY MENTIONED OPERATIONS CURRENTLY UNDERWAY IN ARCTIC OCEAN OFF ALASKAN NORTH SLOPE AND IN LABRADOR STRAIT WHERE RIGS HAVE BEEN BUILT WHICH CAN WITHSTAND COLLISIONS WITH ICEBERGS.)

3. IN SPECIFIC CASE OF DRESSER INDUSTRIES, MINISTRY OFFICIALS NOTED THAT THEY HAVE EXTENSIVE PROGRAM OF UNCLASSIFIED

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COOPERATIVE WORK UNDERWAY WITH DRESSER. THEY ASKED WHETHER IT WOULD BE POSSIBLE FOR DRESSER REP TO MAKE ONE OR TWO ADDITIONAL SEMINAR PRESENTATIONS COVERING AREA WHICH THAT COMPANY CURRENTLY WORKING ON WITH MINISTRY. THEY ALSO ASKED FOR INFORMATION REGARDING TRAVEL PLANS OF DRESSER REP WHO WILL PARTICIPATE IN SEMINAR/EXHIBITION AND HIS DESIRES FOR ADDITIONAL MEETINGS WITH SOVIET ORGANIZATIONS. PLEASE ADVISE.

4. COMMENT: COMOFF REALIZES THAT IT WILL BE IMPOSSIBLE TO ACCOMMODATE MOST OF DESIRES EXPRESSED BY MINISTRY OFFICIALS IN TERMS OF ACTUAL PRESENTATIONS OF REPORTS AND EQUIPMENT DISPLAYED AT SEMINAR/EXHIBIT. HOWEVER, WE BELIEVE THAT PARTICIPATING COMPANIES SHOULD BE ADVISED OF THESE INTERESTS SO THAT THEY CAN ARRANGE TO INCLUDE ADDITIONAL BROCHURES SHOULD THEY HAVE EQUIPMENT AND TECHNOLOGY WHICH COVERS ONE OF THE AREAS LISTED ABOVE. IN VIEW OF FACT THAT OTIS ENGINEERING IS MEMBER OF HALLIBURTON GROUP, WE ASSUME THAT OTIS REP COULD BE PRIMED TO DISCUSS SOME OF HALLIBURTON'S OTHER ACTIVITIES WITH MINISTRY OF GEOLOGY OFFICIALS.
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